

GLOBAL NAVIGATOR

Summer 2020

UK Distributor needed a better solution



With a growing order book and increasing demand, the pressure was on to find a better solution for importing, storage and distribution of PROTECT Fog Cannon®.

The innovative product has revolutionised security

In just seconds Fog Cannon™ can protect a property from intruders by almost instantly filling up the room with a dense fog. Fog Cannon™ is one of the most effective security devices available. The product has proved so effective, it's becoming increasingly specified in UK domestic, retail and commercial premises.

Spatial Global provided a single cost effective solution

The team at Spatial Global had been recommended as they could provide import management, consolidation of storage, centralised distribution and a highly responsive dispatch process. In short, Spatial Global were able to put a single comprehensive package together.

"Having all the elements managed by a single entity has optimised our costs, freed up resources and reduced the potential for damage. We now have accurate stock control, our product can be dispatched the same day and a partner who can add value to our logistic challenges, helping us grow."

Heine Andreasen, CEO, PROTECT A/SI

Keeping calm and still caring on Summers here!!

Well Spring 2020 won't be forgotten in a hurry, with most of the World on lockdown for virtually the whole season.

Spatial Global very much remains open and here to support you

Following the latest national efforts to combat Coronavirus, we want to reassure you that Spatial Global very much remains open and it's business as usual (well almost!). We recognise the important role we play in enabling businesses to import and export vital goods, mail out publications and distribute ecommerce sales. During these exceptional times, we of course also have to balance this with our responsibility to our staff, business partners and the wider community. We'll keep you updated should the situation change, but as the government continue to ease restrictions, we hope this will be with positive updates.

There's been a lot going on and we've been busy so this newsletter will update you on the changes. We've had some really interesting freight projects, bringing in PPE against the odds for the NHS – but we did it. Plus we've taken delivery and installed our new paperwrap mailing machine – which is now up and running. So as things slowly return to some form of normality, we hope you enjoy our summer newsletter.



Importing PPE for the NHS at the height of the crisis



A squeeze on capacity, a spike in demand, and shortage of PPE – the perfect storm. However despite market rates rocketing, Spatial Global kept our fees super low to help the NHS.

When longstanding NHS providers need help in getting product into the UK

Spatial Global was called upon to help several key suppliers to the NHS. Each had a similar challenge, getting product from an overseas manufacturer, into the NHS supply chain. As a consequence of our intervention, each one had a successful result and vital products were able to enter the NHS supply chain at the height of the crisis.

Collaboration and a trusted network was key

The supplies including ventilators, PPE, dialysis equipment, and other critical inventory, were being imported from a variety of different locations. But one size doesn't fit all when it comes to freight forwarding in the present crisis. The final solutions were arrived at through a combination of expert 'logistical and freight forwarding' interventions. This innovative collaboration involved project teams representing the NHS suppliers, their manufacturers, a network of local agents and the airfreight companies – all working with Spatial Global as the coordinator.

Whatever your international supply chain needs, it pays to work with experts

Some of the NHS supply chain contracts gained were through existing clients who had simply needed to increase their volumes. But many were through organisations who were unable to ship their products because of the changing market place. Experts in freight forwarding and logistics will have the knowledge, experience and contacts to provide shipping solutions. They will know what areas to explore when it comes to being innovative and creative, they understand the changes and can help manufacturers - and the supply chain - adapt and respond to this dynamic global crisis.

Exporting Challenges of Low Cost Items

When a company wins The Queens Award for Enterprise: International Trade, you know they have a quality product, so when Spatial Global were approached to help in providing help exporting their low cost storage solutions they were happy to accept the challenge.



Maximising the space was key

As manufacturers of a large range of robust and attractive plastic storage boxes for the home and office, the business wasn't new to exporting. However, they did need to find a better, more cost effective way to export their products. With any storage product, you typically have the challenge of maximising the shipment as you can be paying for exporting fresh air - literally!

With tight margins you need to manage costs

Finding cost effective shipping routes is about understanding the drivers and it's typically about time, weight and route. With light weight products, like plastic storage boxes, it's then about optimising the container through carefully planning the loading. This then creates the challenge of orders and frequency of replenishment. Working with the Spatial Global freight team the client was able to choose from several potential routes, offering different delivery timescales.

What mail can be sent where as a result of COVID-19?



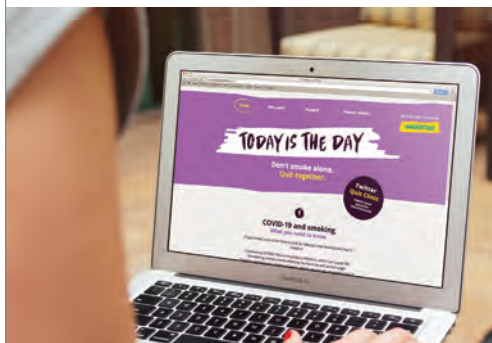
The Mail team at Spatial Global are actively monitoring this rapidly evolving situation. There are some delays or suspension of international deliveries to and from dozens of countries due to flight cancellations and actions by foreign governments. But if you are unsure it's easy to get up to date information from one of the mail team via the website via the contact us section or call us.

The exchange of physical goods during lockdown has been largely reliant on the Postal services

During the spring lockdown, many people relied on the postal services to deliver their online purchases. Which is why national postal services suddenly found themselves on the list of 'critical infrastructure' and declared 'key workers'. With COVID-19 shutting down workplaces and putting entire business sectors into stand-by, governments across the world strained to keep trade flowing and economies on their feet. With the ease of lockdown restrictions, things look like they are slowly returning to some form of normality.

Evapo do their bit to aid public health during the crisis

Smoking probably puts you at greater risk of coronavirus, not less. Recent studies suggest that one of the best steps people can take to protect themselves is to quit smoking - an Evapo have launched a #QuitForCovid campaign and www.todayisthe day.co.uk website to support people wanting to quit.



Aiming to become the largest vape retailer

Initially purely an online vape shop, Evapo rapidly expanded, opening physical retail stores in the south of England. With over 35 stores in the UK, plus one in Gibraltar and increasing ecommerce sales, Evapo soon found they were managing 112,000 items and over 1000 product lines – and needed expert help.

Spatial Global were able to provide a customised fulfillment and warehousing service, which includes managing their stock profiles and distributing the Evapo products. This includes their retail network stock replenishment in the UK and Gibraltar, plus fulfilling their ecommerce market, which continues to expand.

The #QuitForCovid campaign is offering support to those kicking the habit at this difficult time

Evidence accumulated since the beginning of the pandemic, combined with existing knowledge of viruses and the implications of smoking, suggests that smokers who contract COVID-19 are at risk of greater disease severity.

Global sales for book considered a piece of art



The book is a photographic, cyberpunk-inspired exploration of nocturnal Tokyo by Liam Wong, and is published by Thames & Hudson, with global mailing fulfilled by Spatial Global.

Blade Runner Inspired

Liam Wong was born and raised in Scotland, but moved to Canada to become the youngest director at Ubisoft, the video games company behind Assassin's Creed. He started teaching himself photography when his job took him to Tokyo for the first time. Mainly his images were taken at the regular tourist spots until one evening he took one of a taxi driver waiting for his passengers. The composition reminded him of the cinematography he loved and captured the look of his favourite movies. With only a few social media followers he was surprised when his photo-post of the taxi driver created such a buzz. Encouraged by this feedback, he focused on taking and posting more images like this Blade Runner-esk composition.

100,000's of followers globally means his books are highly sought after

His debut photo series: 'Tokyo Nights (TO:KY:OO)' - capturing the beauty of night through moments after midnight - gained over a million views worldwide, accumulating a following online and kickstarting his journey into photography.

Wong has since collaborated with many high profile companies, artists, musicians and directors. In 2017 he was listed as one of Forbes magazine's influential 30 Under 30. Liam Wong is an award-winning art director, and is now based in Japan. He's an accomplished graphic designer, game developer, and photographer, but he's best known for defining, designing, and directing visual identities. With 204.6k followers on Instagram and 135.7K followers on Twitter, he has a strong following and as a result his work is highly sought after.

The challenges of mail fulfillment with something so precious

When fans of Liam Wong's order a book online they want it to arrive in pristine condition, after all it is a prized possession. However, sending anything through the mail which involves several carriers, multiple modes of transport and several handling systems, means it needs greater than normal protection. Which is why at Spatial Global, we've developed a unique packaging process to ensure the book arrives just as it left our warehouse - in perfect condition.

What Freight is moving where as a result of COVID-19?

The COVID-19 pandemic is currently affecting over 200 countries and territories across all regions.

Spatial Global's Freight Team has been working to very hard during the past few months to keep your freight moving. The disruptions impact almost all routes and transport modes, as a result of the different countries government's lockdown restrictions. With such a fast moving situation, it's impossible to publish anything meaningful to advise on what can be shipped where. However, our excellent

Freight Team is able to provide you with relatively quick answers so you can make informed decisions.

Supporting critical business operations in the immediate and longer term

Freight and logistics have been on the frontline since the very beginning of the COVID-19 crisis, whether it's keeping critical production lines running or getting PPE to where it's needed. Our freight team has been keeping vital freight moving despite huge capacity challenges, new regulations and border restrictions.



"We've not missed a shipment yet, probably because we're a trusted, well liked freight forwarder, with long standing relationships with major airlines and shipping companies.

As the focus on business switches to reliability, it's now more than ever, businesses need to work with trusted partners."

SPATIAL GLOBAL FREIGHT • MAIL • E-COMMERCE

*** EASIER TO DO BUSINESS WITH ***
PROFESSIONAL WORLDWIDE DELIVERY

Spatial Global Temperature Test Impact of COVID-19

With Coronavirus pandemic impacting businesses across the board, Spatial Global asked their customers for feedback on how they had performed.



"I wanted to ensure our services met with the expectations of our customers in these very challenging times. Because it's our job to connect 'our customers with their customers'."

Mike Wallis LLB, FCILT Executive Chairman, Spatial Global

You're in Safe hands

Private equity with brains...

In uncertain times its good to know your import, export and mailing partners are financially stable.

World-class management expertise
Rapid change, increased social anxiety, unexpected disruption, the coronavirus pandemic is a crisis like no other. There is substantial uncertainty about its impact on people's lives and livelihoods moving forward. For the first time since the Great Depression both advanced economies and emerging market and developing economies are in recession. For this year, growth in advanced economies is projected at -6.1 percent. Emerging market and developing economies with

normal growth levels well above advanced economies are also projected to have negative growth rates of -1.0 percent in 2020, and -2.2 percent if you exclude China.

Spatial Global a Keswick Enterprises Group company
The Keswick Enterprises Group is an experienced UK-based private equity investor specialising in domestic, multinational and international companies in the supply chain and related sectors.

COVID-19 pandemic hit International business hard

As a global mailing house and freight forwarder, we experienced first hand the devastating impact the pandemic had on some of our clients. Fortunately, Spatial Global has been almost fully operational throughout this crisis, which saw many organisations close as a result of the Governments lockdown policy. During this lockdown Spatial Global were able to support almost all customers with their needs. However, we feel it's more important than ever to keep an on-going pulse on our customer expectations, and let them tell us how we performed. In contacting our clients we were able to confirm our COVID-19 response measures, and communicate effectively to our customers what impact the crisis was having in relation to the services they needed. We also surveyed them to get an objective measure on how we did.

The full survey results are online at
www.spatialglobal.com/covidsurvey

<p>FREIGHT FORWARDING Imports and exports to and from anywhere – including project cargo.</p>	<p>MAIL & COURIER Mechanical and manual postal fulfilment, including data management.</p>	<p>E-COMMERCE Tracked and untracked global delivery solutions for e-retailers and others.</p>	<p>FULFILMENT Storage, pick-and-pack and added-value services for publishers, e-retailers, etc.</p>	<p>WAREHOUSING & LOGISTICS Including customs warehousing/storage and logistics/distribution.</p>	<p>ADDED-VALUE SERVICES A wide variety of additional support services for freight, mail and warehousing/logistics.</p>
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Spatial Global Limited, Global Head Office, Spatial House, Willow Farm Business Park, Castle Donington, Derby DE74 2TW United Kingdom
Tel: +44 (0)1332 850925 Email: ask@spatialglobal.com

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